



Regional Sales Manager

Location: New York, US / London, UK / Bogota, Colombia

Position Description

The **Regional Sales Manager** is responsible for the achievement of Aldea's sales goals through the development of selected Major Accounts. His/her main responsibilities include:

- Define and elaborate individual strategic plans for the assigned Major Accounts.
- Responsible for promoting Aldea's services at these accounts and deliver or exceed the assigned sales goals.
- Create and maintain strong relationships at the executive level.
- Identify target prospects and develop and qualify leads.
- Prepare and present sales proposals and negotiate deals.
- Work with Aldea's customer support, inside sales, marketing and engineering teams to obtain solutions that meet our clients' needs.
- Provide constant feedback to Aldea on competitors' activity, changes in technology, and market trends.
- Prepare monthly Major Accounts reports, maintain and update the corporate CRM data base to deliver accurate and timely sales forecasts, and provide lost business reports.

Position Requirements

- Fluent in **English**, additional languages are valuable assets (**Spanish and French**).
- Bachelor of Administration/Engineer, or relevant experience.
- Proven sales track record and over 4 years of experience in major account sales management in a telecom services organization, selling video and/or value added services to the **media / audiovisual industry** (broadcasters, TV channels, content distributors, production houses, video service providers, entertainment platforms, government, etc.).
- Experience in business development and selling new concept services.
- **Good understanding and experience in broadband** (SDH/SONET, IP, etc ...) and Internet technologies and services.
- Good contacts and knowledge in the following sectors:
 - Broadcast and media industry
 - Telecommunications industry (fiber and satellite).
- Knowledge of trends, players and state of "content exchange" industry development (beyond today's broadcast sector) ie Internet related and similar content environment developments.
- Ability to travel.
- Proficient with various software applications including: CRM (Netsuite, Salesforce.com, etc.) and MSOffice Suite.
- Ability to work in a fast paced environment with quotas and key objectives.
- Personality:
 - High energy individual.
 - Possess leadership qualities and good interpersonal and communication skills.
 - Positive and persistent with "can do" attitude.
 - Self starter.
 - Team player.
 - Results oriented.
 - Enthusiastic and motivated